**MARJORIE NAKAMA**

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**PROFESSIONAL RESUME**

Multilingual senior executive with more than 10 years of experience in the commercial, business development, investment and project management spaces; with a global focus on multinational and national companies in the food, agricultural and manufacturing sectors. Demonstrates expertise in market research, international promotion and product development; as well as establishing new businesses & divisions. Results oriented individual with successes in business development, increased profitability, analytical and strategic improvements. Exhibits a high capacity for prospecting and negotiation. Charismatic, persuasive leader, with excellent communication and dialogue skills. Adaptable professional with the ability to succeed in multicultural environments and a winner of numerous awards and recognitions.

**WORK EXPERIENCE**

**OLAM INTERNATIONAL – Superfoods Perú**

Leading multinational company in the agri-food sector, with a strong presence in more than 70 countries worldwide, more than 74,000 employees and an annual net sales of US $33 billion.

**International Commercial Manager 2019 – Present**

Directly responsible for international sales, marketing management, and research and development of new products. Oversees the local sales team, export logistics, customer service, billing/collection and supply of supplies for private brands. Reporting directly to the General Manager. Chosen for the 2021 Latin American leaders program. Winner of the 2021 Employee of the Year award; for the successful development of new commercial alliances & partnerships.

* Led initiative to decentralize sales by developing a deversified client base and reducing the depency on a single client. Planned entry into new markets and developed international promotions & marketing; resulting in a 44% increase in the client portfolio between 2019 - 2021 .
* Initiated and managed the transformation of the business focus from bulk to retail. Developed relationships with clients and successfully participated in numerous tenders, assisted with product development and comprehensively managed the supply to destination. Business unit achieved a 400% increase in retail brands on 3 continents as a result.
* Developed programs which diversified sales away from commodities towards value-added products, through the investigation of additional Superfoods products. Prepared market analysis and commercial proposals, culminating with the sale of precooked quinoa to North America.
* Served as a member of the International Women's Empowerment Program; a comprehensive program that increased women’s representation in high profile & leadership roles within the company from 10% to 23%, by diagnosing areas of need, developing activities to motivate and incentivize interest in these roles. Responsible for assisting the development and implementation of inclusive policies.

**MAISON COLIBRI - France**

International industrial pastry company. Part of Groupe Roullier, a French business group, with a presence in more than 130 countries, with 8,200 employees and an annual net sales of €2 billion.

**Business Developer 2017 – 2018**

Responsible for the Latin American market. Evaluating the viability of business opportunities and developing marketing and distribution strategies in the region.

* Pioneered the opening of the Latin American market by creating a macroeconomic diagnosis of 41 countries, determining 12 priority markets and generating the commercial and distribution strategies. Responsible for attracting 10 distributors in 3 target countries.
* Oversaw launch for an array of organic products into the French market. Initiated a field study of 7 products, developed the marketing plan and prepared the investment presentations, resulting in the creation of a new line of business.

**AUDENCIA BUSINESS SCHOOL - Francia y Brasil**

One of the 10 best business schools in France; having alliances with numerous major food companies in Europe and managing international trade projects.

**Project Developer en Comercio Internacional 2016 – 2017**

Responsible for preparing commercial proposals to key food companies, market research, product adaptation, marketing mix development and generation of strategic alliances.

* Led the introduction of French bakeries to the Brazilian market by identifying key points of retail sale, developing proposals for adaptation to the consumer and identifying importers. Achieved the goal; to close 100% of targeted buyers.
* Creator of a direct supply chain between French producers and supermarkets. Identified communities of interest and selected products. Assisted with the design of a supply center and led the research into execution requirements for the project. Successfully met 100% of the objectives set by producers for supply to supermarket.

**MINISTRY OF FOREIGN TRADE - Peru**

State entity in charge of facilitating, promoting and increasing exports from the non-traditional sector. Has an annual budget of S/. 208 million and more than 700 collaborators.

**Project Manager in International Development 2014 – 2016**

Responsible for identifying and securing financing, as well as development and implementation of projects in the textile and manufacturing sectors, in collaboration with international organizations (Embassies, Inter-American Development Bank, World Bank, others).

* Developed a textile project for women artisans from Cusco,by creating formal associations, one of which which coordinated a collaboration renowned designer Meche Correa and promotion at international fairs. Successfully formed 4 textile associations with sales in NYC.
* Generated the growth of Peruvian exports, through the development of numerous projects. Managing a budget of S/. 2.5 MM. Obtained funds from investors and distributed them, achieving several objectives including; the development of 4 production centers, assiting with reducing the carbon footprint of 15 companies by 7% and reducing logistics costs by 30%.

**INDEPENDENT CONSULTANCY - Peru and USA**

Consultion for agricultural cooperatives, food companies and investment agencies at a national and international level.

**Consultant in international trade and investment 2012 – 2014**

Responsible for obtaining financing via international organizations, project execution, market research, advising emerging SMEs in Ohio-USA. Development of business structure and supply systems, implementation of technology and internationalization of companies.

**SAN MARTÍN REGIONAL GOVERNMENT – Peru**

Regional entity in charge of economic, environmental and energy development with an annual budget of S/. 1,500 MM and more than 500 collaborators.

**Specialist in Economic Development (PYMES / Agricultural Coop) 2011 - 2013**

Responsible for increasing the region's exports in the food, agricultural and livestock sectors; training companies in foreign trade, and organizing international fairs. Served as a commercial link between international buyers and companies, managing the tardes between producers and the business sector. Coordinated the development of a foreign trade roadmap for the region.

**COSMOS AGENCIA MARÍTIMA - Peru**

Company that provides comprehensive solutions in the maritime, river and port fields, is part of DP World, has 350 employees and an annual turnover of US$ 80 million.

**Financial analyst 2006 – 2011**

**EDUCATION**

* **MBA in FOOD & AGRIBUSINESS** – Double degree **2016 - 2017**

AUDENCIA Business School (France)

ESPM - Escola Superior de Propagada e Marketing (Brazil)

* **M.Sc. in MANAGEMENT –** Product development // USIL (Peru) **2008 - 2011**
* **B.S. INTERNATIONAL BUSINESS –** International Marketing // USMP (Peru) **2002 - 2007**